

8th March 2012

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Dear Peter,

Re: Orange Hospital and Associated Health Services Project. Floor & wall coverings Contract.

I wish to congratulate Peter Kelly Flooring (PKF) on the quality of workmanship and manner in which the above project was managed. The General Hospital has now been in operation for 12 months and there have been no major quality concerns with the performance of the products or installation.

I consider the method in which we procured the wall vinyl, floor vinyl and carpet was a major factor in ensuring a high quality project could be delivered within the tight time frames, and to the level of quality needed.

By utilising the services of PKF as a 'consultant' upfront during the early design phase, ensured all suppliers were approached and managed in a professional and efficient way, it ensure Hansen Yuncken as the head contractor had a representative that could resolve detailed technical and quantity supply issues before we were locked into a product. It also provide an economical way of ensuring the best possible supply rate was achieved given the large quantities and long lead times to procure the materials.

In parallel to the 'consulting' role undertaken by PKF resolving product selection, we also utilised PKF as a preferred contract installer, which ensured our budget constraints were managed tightly throughout final product selection, programming and ordering of material. Vinyl laying remains one trade that is critical to the completion of large health projects and the industry wide shortage of quality layers was able to be managed by PKF. PKF was able to source and secure labour for a regional project 6 – 12 months before installation, this was essential in completing the project on time.

As discussed I would fully support this collaborative approach to sub-contracting and by utilising PKF's experience and industry knowledge, a trade as critical as vinyl in large health projects can be managed in positive and successful manner.

I look forward to working with your team in the near future.

Yours faithfully
HANSEN YUNCKEN PTY LTD



Wayne Harris
REGIONAL MANAGER – Central Western NSW